



Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

Education Corner

This year C.A.R.'s Reimagine Conference will be a virtual conference! This October event is being offered for free. [Follow this link](#) for more information or to register.

August 26 | 10am

Defending Your Commission

Instructor: Michael Soon Lee



What's New with ADUs in 2020  
September 2 | 10-11:30am | Virtual Class

The demand for ADUs has increased as COVID-19 has caused many people to consider building a second unit on their property. In this seminar Ron Chin will provide information you need to assist clients who want an ADU.

Identifying Red Flags on Preliminary Title Report

September 1 | 10:30am-12pm | Virtual Class

A “red flag” is a signal to pay attention! Certain situations may cause delays or other problems within an escrow. Join Sally Andreetta as she provides examples to be aware of during a sale.



Tax Strategies: Keep More of Your Money in 2020

September 10 | 10am-12:30pm | Virtual Class

Because tax laws and policies continue to change, agents and their clients need to regularly revisit tax planning strategies. Maine Shaffer will teach you how to navigate 2020 tax deductions.

September 25, 1pm

Guide to the RPA and Associated Documents

INSTRUCTOR - GOV HUTCHINSON

Virtual Class Schedule

Monday  
August 24

2-3pm - [The Basics of Paragon](#)

Tuesday  
August 25

10-11am - [Webinar: Discover the Power of LionDesk for Bay East](#)

Wednesday  
August 26

10am-12pm - [Defending Your Commission](#)  
11am-12pm - [Intro to zipForm® Edition](#)  
2-3pm - [zipLogix™ Digital Ink 2.0](#)

Thursday  
August 27

9:30-10:30am - [Advanced zipForm® Edition](#)  
1-2pm - [Webinar: Discover the Power of LionDesk for Bay East](#)

Friday  
August 28

Grab n Go - [How to retrieve or change password on Paragon](#)

[View upcoming webinars and class statuses on our website.](#)



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